AUCTION DATES

Chrysler Motors

Oct. 11 — Florida Auto Auction of Orlando, Ocoee, Fla.; American Auto Auction, Walpole, Mass.; Denver Auto Auction, Aurora, Colo.; Nashville Auto Auction, Nashville, Tenn.; South Seattle Auto Auction, Kent, Wash.; Golden Gate Auto Auction, Fremont, Calif.; and Hatfield Auto Auction, Hatfield, Pa.

Oct. 12 — Northway Exchange, Clifton Park, N.Y.; Minneapolis Auto Auction, Plymouth, Minn.; and Butler Auto Auction, Gibsonia, Pa.

Oct. 13 — Clanton's Auto Auction, Darlington, S.C.; Big Sky Auto Auction Inc., Billings, Mont.; Aptco Auto Auction, Taylor, Mich.; Salt Lake Auto Auction, Salt Lake City; Ark-La-Tex Auto Auction, Shreveport, La.; and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Oct. 14 — Manheim Auto Auction, Manheim, Calif.

Oct. 18 — Dallas Auto Auction, Grand Prairie, Texas; Arena Auto Auction, Chicago; Greensboro Auto Auction, Greensboro, N.C.; Southern Auto Auction, Warehouse Point, Conn.; Hatfield Auto Auction, Hatfield, Pa.; Riverside Auto Auction, Riverside, Calif.; and Portland Auto Auction, Portland, Ore.

Oct. 19 — A.D.E. of Birmingham, Birmingham, Ala., and Columbus Fair Auto Auction, Obetz, Ohio

Oct. 20 — Fredericksburg Auto Auction, Fredericksburg, Va.; Indianapolis Auto Auction, Indianapolis; Omaha Auto Auction, Omaha, Neb.; and Southwest Auto Auction, Phoenix, Ariz.

Oct. 21 — St. Louis Auto Auction, Bridgeton, Mo.

Oct. 25 — Florida Auto Auction of Orlando, Ocoee, Fla.; American Auto Auction, Walpole, Mass.; Denver Auto Auction, Aurora, Colo.; Nashville Auto Auction, Nashville, Tenn.; South Seattle Auto Auction, Kent, Wash.; Golden Gate Auto Auction, Fremont, Calif.; and Hatfield Auto Auction, Hatfield, Pa.

Ford Motor Co.

Oct. 11 — Harrisonburg Auto Auction, Harrisonburg, Va., and Bay Cities Auto Auction, Hayward, Calif.

Oct. 12 — Concord Auto Auction, Acton, Mass.; Aptco Auto Auction, Taylor, Mich.; and Lakeland Auto Auction, Lakeland, Fla.

Oct. 13 — Baltimore-Washington Auto Exchange, Baltimore; Texas Hobby Auto Auction, Houston; Omaha Auto Auction Inc., Omaha, Neb.; Southwest Auto Auction, Chandler, Ariz.; Skyline Auto Exchange, Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

Oct. 18 — South Seattle Auto Auction, Kent, Wash.

Oct. 19 — Northway Auto Auction, Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C.; Mississippi Auto Auction, Hattiesburg, Miss.; Indianapolis Auto Auction, Indianapolis; and Southern California Auto Auction, Fontana, Calif.

Oct. 20 — Auto Auction of Billings, Billings, Mont.; Greater Chicago Auto Auction, Chicago; Manheim Auto Auction, Manheim, Pa.; Brasher's Sacramento Auto Auction, Rio Linda, Calif.; and St. Louis Auto Auction, Bridgeton, Mo.

Oct. 25 — Harrisonburg Auto Auction, Harrisonburg, Va.; Bay Cities Auto Auction Inc., Hayward, Calif.; Albuquerque Auto Auction, Albuquerque, N.M.; Concord Auto Auction, Acton, Mass.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Lakeland Auto Auction, Lakeland, Fla.

General Motors

Oct. 11 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; South Seattle Auto Auction, Kent, Wash.; and Manheim Auto Auction, Manheim, Pa.

Oct. 12 — Atlanta Auto Auction, Atlanta; Clanton's Auto Auction, Darlington, S.C.; Mississippi Auto Auction, Hattiesburg, Miss.; Omaha Auto Auction, Omaha, Neb.; and Riverside Auto Auction, Riverside, Calif.

Oct. 13 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; and St. Louis Auto Auction, Bridgeton, Mo.

Oct. 18 — A.D.E. of Birmingham, Moody, Ala.; Florida Auto Auction of Orlando, Ocoee, Fla.; and National Auto Dealer Exchange, Bordentown, N.J.

Oct. 19 — Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Indianapolis Auto Auction, Indianapolis

Oct. 20 — Butler Auto Auction, Gibsonia, Pa.; Colorado Auto Auction, Commerce City, Colo.; Aptco Auto Auction, Taylor, Mich.; Big H Auto Auction, Houston; and Nashville Auto Auction, Nashville, Tenn.

Oct. 25 — Southern Auto Auction, East Windsor, Conn., and Dallas Auto Auction, Grand Prairie, Texas

Oct. 26 — Atlanta Auto Auction, Atlanta; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Omaha Auto Auction, Omaha, Neb.; Southern California Auto Auction, Fontana, Calif.; and Puget Auto Auction, Auburn, Wash.

Used Car Sales
Auction Averages

September88	$5,757
Month ago	$6,019
Year ago	$6,029

Model Breakdown
Auction Averages

	SEPT. 1988	AUGUST 1988	JULY 1988
1988 ...	$9,772	$12,473	$11,408
1987 ...	$7,554	$7,919	$8,407
1986 ...	$6,816	$6,891	$6,930
1985 ...	$5,583	$5,819	$5,881
1984 ...	$4,177	$4,308	$4,378
1983 ...	$3,556	$3,583	$3,718
1982 ...	$2,535	$2,479	$2,464
1981 ...	$1,743	$1,887	$1,952
Overall Average	$5,757	$6,019	$5,855

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SALES

DOMESTIC CAR SALES

	Sept. 21, to Sept. 30, 1988	Same Period, 1987	Sept. 1988	Same Month, 1987	Jan. 1 to Sept. 30, 1988	Same Period, 1987
Alliance	0	913	497	1,913	4,418	21,583
Encore	0	145	0	245	1,392	3,145
Premier	1,745	0	4,046	0	29,686	0
Total Eagle	1,745	1,058	4,543	2,158	35,496	24,728
Horizon	2,237	196	5,756	531	49,350	39,136
Sundance	2,728	2,332	6,489	5,643	66,412	60,436
Turismo	0	521	0	1,259	1,115	15,889
Reliant	3,857	4,898	7,867	10,872	87,017	74,886
Caravelle	183	1,350	801	2,937	12,080	28,571
Gran Fury	346	301	852	618	10,635	5,951
Total Plymouth	9,349	9,598	21,565	21,860	228,609	224,538
Laser	0	0	0	0	0	4,308
LeBaron K	517	1,679	1,233	4,110	18,900	45,096
LeBaron J	2,496	5,074	5,911	10,596	78,842	59,773
LeBaron GTS	536	1,143	1,371	2,360	13,135	25,380
Fifth Avenue	650	3,049	1,660	6,984	30,900	39,823
New Yorker C	3,605	89	8,357	95	58,317	95
New Yorker E	23	1,701	47	4,218	14,381	43,286
Total Chrysler	7,827	12,735	18,579	28,363	212,475	217,563
Omni	2,004	238	5,686	541	47,521	31,339
Shadow	2,519	2,433	5,922	5,777	68,991	58,131
Charger	0	454	0	1,164	1,022	19,474
Daytona	1,959	2,024	4,902	4,466	58,697	29,467
Aries	3,287	4,034	6,504	9,729	77,193	70,693
Lancer	317	841	851	1,480	8,507	19,052
Diplomat	652	458	1,672	1,076	16,573	9,380
Dynasty	3,505	33	7,449	33	55,189	33
Dodge 600	150	1,192	471	2,620	10,999	27,460
Total Dodge	14,393	11,507	33,456	26,886	344,692	265,049
CHRYSLER MOTORS	33,314	34,898	78,143	79,267	619,272	730,778
Escort	13,529	19,721	33,760	41,188	294,610	305,640
Mustang	4,246	5,720	10,749	12,557	133,631	135,632
Tempo	9,787	4,295	21,635	11,015	216,696	171,444
Taurus	9,729	17,395	20,016	35,557	286,917	274,561
Thunderbird	2,989	6,023	8,067	13,955	97,362	102,629
Probe	4,488	0	10,551	0	45,647	0
Crown Victoria	3,000	4,347	7,623	8,851	88,083	91,583
Total Ford Div.	47,768	57,501	112,401	123,123	1,162,946	1,081,489
Lynx/Tracer	2,677	3,567	5,494	8,125	46,284	54,377
Topaz	3,702	1,485	7,508	3,659	68,429	50,419
Sable	3,561	4,786	7,048	11,126	93,548	78,934
Cougar	2,547	5,098	7,212	11,375	86,966	86,564
Marquis	0	0	0	0	0	2,510
Grand Marquis	3,656	3,887	8,836	8,875	87,716	86,386
Total Mercury	16,143	18,823	36,098	43,160	382,943	361,190
Continental	1,684	234	4,018	618	30,732	10,134
Lincoln	4,405	5,053	10,568	11,749	92,990	92,357
Mark VII	813	995	1,886	2,427	16,289	20,224
Total Lincoln	6,902	6,282	16,472	14,794	140,011	122,715
Total L-M Division	23,045	25,105	52,570	57,954	522,954	483,905
FORD MOTOR CO.	70,813	82,606	164,971	181,077	1,685,900	1,565,394
Skyhawk	978	1,902	2,018	3,946	20,707	29,928
Somerset/Skylark	1,544	3,025	3,851	6,579	47,264	55,927
Century	5,582	10,730	13,343	19,304	94,440	120,007
Regal	5,563	1,841	12,227	4,077	95,246	39,865
LeSabre	4,795	6,917	10,978	14,928	108,726	112,698
Reatta	225	0	422	0	2,759	0
Electra	3,285	4,157	7,934	8,497	65,084	60,005
Riviera	347	390	789	947	6,899	13,845
Total Buick	22,319	28,962	51,542	58,278	441,125	432,275
Cimarron	151	488	383	1,130	5,133	10,503
Allante	123	38	223	107	2,636	1,651
Seville	825	421	1,648	1,023	16,008	15,862
DeVille	7,306	6,162	12,667	14,251	115,213	112,989
Brougham	2,363	2,151	4,747	5,048	33,354	41,267
Eldorado	1,377	650	2,744	1,401	23,302	15,258
Total Cadillac	12,145	9,910	22,412	22,960	195,646	197,530
Chevette	0	103	0	277	205	16,622
Nova	3,425	5,152	8,421	12,682	84,745	121,547
Cavalier	8,467	9,196	20,522	21,225	230,415	235,634
Camaro	2,243	3,522	5,822	8,761	74,715	96,422
Celebrity	7,126	10,445	18,593	21,044	192,950	240,829
Corsica/Beretta	7,451	13,984	19,086	31,548	307,427	166,178
Monte Carlo	439	1,952	1,192	4,701	26,651	48,440
Caprice	4,559	6,843	11,123	16,930	128,533	140,304
Corvette	592	580	1,382	1,411	18,451	18,463
Total Chevrolet	34,302	51,777	86,141	118,579	1,064,092	1,086,439
Firenza	155	1,031	425	1,998	7,942	13,402
Calais	3,120	3,712	7,736	8,176	81,799	82,850
Cutlass Ciera	8,562	11,008	22,313	24,564	187,601	198,624
Cutlass Supreme	5,010	1,832	12,268	4,772	85,233	77,404
Olds 88	4,185	4,889	10,646	12,835	124,146	136,767
Olds 98	2,174	2,494	5,783	5,985	56,802	53,362
Toronado	415	377	971	1,049	12,285	13,329
Total Oldsmobile	23,621	25,343	60,142	59,379	555,808	575,738
Fiero	821	1,013	1,984	2,662	21,605	36,131
Pontiac 1000	0	58	0	133	154	4,615
Sunbird	2,784	2,218	6,851	5,739	63,740	64,880
Firebird	1,573	1,852	3,821	5,028	46,380	61,111
Grand Am	6,963	5,151	16,003	11,807	173,620	162,374
Pontiac 6000	2,870	4,855	7,010	10,359	75,108	92,478
Grand Prix	4,985	259	12,030	761	74,711	11,521
Bonneville H	3,410	4,575	7,507	10,424	83,420	75,935
Paris./Safari	235	510	579	1,124	5,388	8,077
Total Pontiac	23,641	20,491	55,785	48,037	544,126	517,131
GENERAL MOTORS	116,028	136,483	276,022	307,233	2,800,797	2,809,113
HONDA	14,781	11,240	30,397	23,628	277,884	234,467
Civic	5,159	423	11,703	2,453	85,393	71,101
Accord	9,622	10,817	18,694	21,175	192,491	163,366
MAZDA	1,334	0	2,780	0	23,040	0
NISSAN	10,320	5,981	18,046	12,516	91,956	101,119
TOYOTA	3,926	2,083	6,176	4,956	45,250	30,027
*VOLKSWAGEN	0	2,170	0	4,531	24,939	49,844
DOMESTIC TOTAL	250,334	275,461	576,535	613,208	5,769,040	5,520,742
IMPORT TOTAL			248,727	286,736	2,322,456	2,336,568
INDUSTRY TOTAL			825,262	899,944	8,091,496	7,857,310

*—U.S.-built Volkswagen models sold after June 30, 1988, are included in import totals.

Trucks pull sales to 3rd-best year

By Philly Murtha and Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTERS

Led by the record-breaking pace of light trucks, industrywide vehicle sales in the United States in the 1988 model year outpaced 1987.

The 1988 model-year total was the industry's third best, behind 1986 and 1985.

There were 15,606,041 cars and trucks sold in the United States during the 1988 model year. That was up 1.14 percent from 15,430,053 in the 1987 model year.

The model year began around the stock market nosedive on Oct. 19, 1987. But it turned out to be better than expected because the crash didn't create any serious problems with the economy.

"Consumer confidence did fall sharply in November and December, but then it snapped back very sharply in the early part of this year," said Michael Luckey, a consultant based in Cresskill, N.J. "There was a tremendous amount of incentive activity in the first four months. Then they pulled back some."

Car sales fell a fraction short of 1987 model year numbers; both domestic and import car sales lagged by less than a point behind 1987. For the first time in a non-strike year since 1957, Ford Division sold more cars than Chevrolet, and it again beat Chevy on trucks.

Truck sales broke the 5 million barrier for the first time, growing about 5.04 percent. It was the fourth consecutive year of record truck sales. Sales of light, medium and heavy trucks were estimated to be 5,146,538, up from 4,899,587 in the previous model year.

Light-duty truck sales climbed 4.78 percent to 3,725,834 from 1987's record 3,555,740.

In spite of buoyant car sales in the first nine months of the 1988 calendar year, import and domestic car sales from Oct. 1, 1987 through Sept. 30, 1988 — the industry's defined 1988 model year — slipped 70,963 units, to 10,459,503, compared with 10,530,466 in model year 1987.

Car market shares, including captives, were rearranged only slightly in 1988. General Motors' share dropped a point, to 36 percent, while Ford Motor Co. gained

continued →

MARKET SHARES, SEPT. 1988

	Total Sales	Pct. of Total
SUBCOMPACT	95,538	11.58
COMPACT	152,345	18.46
INTERMEDIATE	221,466	26.83
STANDARD	103,175	12.50
SPECIALITY	4,011	0.49
IMPORT	248,727	30.14
TOTAL	825,262	100.00

Where the U.S. Market was, Model Year 1988

	Total Sales	Pct. of Total
SUBCOMPACT	932,182	8.91
COMPACT	2,036,860	19.49
INTERMEDIATE	2,923,819	27.95
STANDARD	1,375,706	13.15
SPECIALITY	58,990	0.56
IMPORT	3,129,947	29.94
TOTAL	10,459,503	100.00

IMPORTED CAR SALES

	Sept. 1988	Sept. 1987	9 Mos. 1988	9 Mos. 1987
Acura	13,417	10,112	98,232	80,267
Alfa Romeo	230	449	3,663	5,024
Audi	1,734	3,096	18,335	35,239
BMW	6,024	8,486	53,286	67,401
Chevrolet	8,546	15,814	94,464	103,637
Chrysler	730	842	8,172	9,235
Daihatsu	1,021	0	8,566	0
Dodge	4,305	5,357	41,782	48,343
Ford	5,768	5,885	53,466	16,414
Eagle	1,935	1,173	12,435	9,493
Honda	22,079	28,057	187,921	210,928
Hyundai	17,194	21,099	208,966	205,477
Isuzu	2,478	3,424	19,860	30,603
Jaguar	1,832	2,192	14,913	16,340
Maserati	59	40	649	694
Mazda	18,427	18,404	174,523	148,769
Mercedes-Benz	6,160	7,796	63,905	67,799
Mercury	1,634	2,268	11,772	11,805
Mitsubishi	6,687	5,411	55,173	52,893
Nissan	29,347	35,511	275,016	315,389
Peugeot	505	894	5,094	6,960
Plymouth	3,530	4,824	37,463	42,031
Pontiac	5,252	8,135	46,055	26,948
Porsche	1,071	2,301	12,461	19,313
Saab	2,983	3,637	29,859	35,135
Sterling	910	1,465	7,492	10,782
Subaru	14,710	19,674	116,420	129,369
Toyota	46,282	47,002	447,828	404,515
Volkswagen	12,703	10,850	112,000	98,985
Volvo	8,664	8,647	76,679	89,598
Yugo	2,510	3,891	26,006	39,162
TOTAL	248,727	286,736	2,322,456	2,336,568

*—Volkswagen totals include U.S.-built models sold after June 30, 1988.

Sales charts compiled by Karen Dalkowski

U.S. CAR SALES BY MARKETING UNITS

	Sept. 1988	Percent Share	Sept. 1987	Percent Share	9 Mos. 1988	Percent Share	9 Mos. 1987	Percent Share
Alfa Romeo	230	0.03	449	0.05	3,663	0.05	5,024	0.06
American Honda	65,893	7.98	61,797	6.87	564,037	6.97	525,662	6.69
BMW	6,024	0.73	8,486	0.94	53,286	0.66	67,401	0.86
Buick	51,542	6.25	58,278	6.48	441,125	5.45	432,275	5.50
Cadillac	22,412	2.72	22,960	2.55	195,646	2.42	197,530	2.51
Chevrolet	94,687	11.47	134,393	14.93	1,158,556	14.32	1,190,076	15.15
Chrysler	19,309	2.34	29,205	3.25	220,647	2.73	226,798	2.89
Daihatsu	1,021	0.12	0	0.00	8,566	0.11	0	0.00
Dodge	37,761	4.58	32,243	3.58	386,474	4.78	311,392	3.96
Eagle	6,478	0.78	3,331	0.37	47,931	0.59	33,121	0.42
Ford	118,189	14.32	129,008	14.34	1,216,412	15.03	1,097,903	13.97
Hyundai	17,194	2.08	21,099	2.34	208,966	2.58	205,477	2.62
Isuzu	2,478	0.30	3,424	0.38	19,860	0.25	30,603	0.39
Jaguar	1,832	0.22	2,192	0.24	14,913	0.18	16,340	0.21
Lincoln	16,472	2.00	14,794	1.64	140,011	1.73	122,715	1.56
Maserati	59	0.01	40	0.00	649	0.01	694	0.01
Mazda	21,207	2.57	18,404	2.05	197,563	2.44	148,769	1.89
Mercedes	6,160	0.75	7,796	0.87	63,905	0.79	67,799	0.86
Mercury	37,732	4.57	45,428	5.05	394,715	4.88	372,995	4.75
Mitsubishi	6,687	0.81	5,411	0.60	55,173	0.68	52,893	0.67
Nissan	47,393	5.74	48,027	5.34	366,974	4.54	416,509	5.30
Oldsmobile	60,142	7.29	59,379	6.60	555,808	6.87	575,738	7.33
Peugeot	505	0.06	894	0.10	5,094	0.06	6,960	0.09
Plymouth	25,095	3.04	26,684	2.97	264,072	3.26	266,569	3.39
Pontiac	61,037	7.40	56,172	6.24	590,181	7.29	544,079	6.92
Porsche	1,071	0.13	2,301	0.26	12,461	0.15	19,313	0.25
Saab	2,983	0.36	3,637	0.40	29,859	0.37	35,135	0.45
Sterling	910	0.11	1,465	0.16	7,492	0.09	10,782	0.14
Subaru	14,710	1.78	19,674	2.19	116,420	1.44	129,369	1.65
Toyota	52,458	6.36	51,958	5.77	493,078	6.09	434,542	5.53
Volvo	8,664	1.05	8,647	0.96	76,679	0.95	89,598	1.14
VWoA	14,437	1.75	18,477	2.05	155,274	1.92	184,068	2.34
Yugo	2,510	0.30	3,891	0.43	26,006	0.32	39,162	0.50
TOTAL	825,262	100.00	899,944	100.00	8,091,496	100.00	7,857,310	100.00
TOTAL GM	289,820	35.12	331,182	36.80	2,941,316	36.36	2,939,698	37.42
TOTAL FORD	172,373	20.89	199,230	21.03	1,751,138	21.64	1,593,613	20.28
TOTAL CHRYSLER	88,643	10.74	91,463	10.16	919,124	11.36	837,880	10.66
TOTAL JAPANESE	211,847	25.67	206,695	23.19	1,821,671	22.51	1,738,346	22.12
TOTAL EUROPEAN	45,385	5.50	58,275	6.48	449,281	5.55	542,296	6.90
TOTAL KOREAN	17,194	2.08	21,099	2.34	208,966	2.58	205,477	2.62

Big 3 totals include their captive imports.
Percent share may contain error of one or two points due to rounding.

SALES

a point, rising to 21 percent. Chrysler's share remained at 14 percent in both years.

Honda and Toyota traded car market-share figures: Honda took 6 percent in 1988 versus 7 percent in 1987, while Toyota's share in 1988 rose to 7 percent from 6. Nissan's car share remained at 5 percent. Other foreign manufacturers took 14 percent of the car market in both model years.

The big news for Chrysler Motors was that it sold almost as many light-duty trucks as it did cars in the 1988 model year. Its Chrysler and Jeep light-truck sales totaled 1,006,523, while car sales totaled 1,050,551.

Domestic-car sales were off by a fraction of a percentage point, and imports fell 1.88 percent. Four of the six U.S. manufacturers posted gains in their domestic sales for the model year. Ford and Chrysler shared small percentage gains, 3.20 and 3.76, respectively, while sales of Hondas and Toyotas built in the United States surged, 13.64 and 75.63, respectively.

Ford Division produced four of the top 10 domestic cars.

GM domestic sales declined 4.63 percent. Although all car divisions reported declines, five of the 10 best-selling domestic cars last year belonged to GM.

Nissan was the only Japanese transplant to sell fewer cars in the model year. Sales of its Tennessee-built cars dropped 10.23 percent. Volkswagen, which stopped making cars at its Westmoreland, Pa., plant in July, sold 40 percent fewer U.S.-produced cars.

It was a great model year for light-duty truck sales. A new sales record was set, with domestic manufacturers on a big upswing and importers largely on the retreat.

The domestics retailed 3,175,492 light trucks, up 10.49 percent from 2,873,901 in the 1987 model year. They captured 85.23 percent of the light-truck market compared with an 80.82 percent share in 1987.

Conversely, foreign-based manufacturers retailed 550,342 light trucks, off 19.29 percent from 681,839 in the 1987 model year. Their market share dropped to 14.77 percent from 19.18 percent.

A number of truck manufacturers, including Ford, Chrysler, Jeep and GMC, set model-year light-duty truck sales records.

Ford retailed 1,123,502 light trucks, up 6.17 percent from 1,058,230 in the 1987 model year. Chevrolet retailed 1,005,421 percent light duties, up 12.35 percent from 894,929.

Chrysler, including Plymouth and Dodge nameplates, retailed 591,179, up 9.91 percent from 537,877 in 1987. GMC retailed 268,711, up 15.41 percent from 232,841, and Jeep retailed 186,674 trucks, up 24.43 percent from 150,024.

Among the truck importers, only Range Rover recorded a gain, with 2,527 sales, up from 1,549 in 1987.

In the month of September, sales of domestic and imported cars fell 8.30 percent to 825,262 from 899,944 a year ago when there was a dramatic infusion of incentives. U.S.-built car sales fell 5.98 percent to 576,535, compared with 613,208 in September 1987.

Inventories of U.S.-built cars grew to 1,385,938, an ideal 60-day supply on Sept. 30. The domestic stockpile was 5.32 percent higher than Aug. 31's 1,315,919 stock of unsold cars in dealer and factory lots and in transit, the equivalent of a 59-day supply.

Import-car deliveries fell 13.26 percent in September, declining to 248,727 from 286,736 in September 1987. Imports took 30.14 percent of the month's car market.

The Big 3 reported modest domestic car sales losses for the month, while the major three transplant companies, Honda, Nissan and Toyota, reported major gains in sales of U.S.-built cars.

Nissan showed the biggest gains for the month by selling 44.18 percent more U.S.-built cars than it did a year ago. Honda U.S.-built deliveries were up 28.65 percent.

Chrysler's domestic-car deliveries dropped 1.42 percent; Ford sold 8.89 percent fewer U.S.-built cars; and GM's U.S.-made car sales dropped 10.16 percent.

U.S.-built car sales slumped in the final 10-day period of September. They fell 9.09 percent to 250,416 compared with 275,461 in last year's comparable period.

MODEL YEAR SALES: LIGHT DUTY TRUCK

	1988	1987
Vans	187,591	186,166
Aerostar	177,039	163,898
Club Wagon	27,728	27,420
Ranger	303,666	293,333
Bronco	54,848	48,718
Bronco II	124,917	117,135
Pickups	588,452	519,704
Ford	**1,464,241**	**1,356,374**
Geo Tracker	14	—
Vans	129,148	110,525
Sportsvan	12,842	12,015
Astro	160,291	149,977
S-10	235,452	216,693
S-10 Blazer	160,586	153,436
El Camino	2,567	15,626
Blazer	28,540	30,304
Suburban	64,845	54,828
Pickups	489,882	405,722
Chevrolet	**1,294,167**	**1,149,126**
Vans	56,634	64,324
Ram Wagon	26,642	31,342
Voyager	187,715	130,245
Caravan	205,223	138,361
Mini Ram Van	19,019	13,472
Ram 50	56,342	76,913
Raider	9,362	18,962
Ramcharger	19,955	22,828
Dakota	91,850	104,865
Pickups	86,666	98,563
Chrysler	**761,428**	**783,895**
Vans	46,305	37,699
Safari	34,785	31,844
S-15	49,939	47,239
S-15 Jimmy	41,768	36,625
Jimmy	8,179	8,321
Caballero	325	1,882
Suburban	22,224	18,886
Pickups	137,003	109,980
P-Model	4,919	5,435
W-4	1,549	5,522
GMC	**347,897**	**296,433**
Wrangler	30,992	31,142
Wagoneer	9,397	14,017
Cherokee	141,279	109,011
Gr. Wagoneer	14,779	15,992
Comanche	39,224	36,580
J10/J20	454	1,334
Jeep	**245,885**	**216,876**
Toyota	257,643	329,647
Nissan	181,122	214,573
Mazda	98,012	139,390
Isuzu	82,633	92,896
Mitsubishi	46,858	49,563
Suzuki	66,807	80,745
Subaru	81	2,330
Range Rover	3,564	1,549
Imports	736,826	910,693
Industry Total	4,580,598	4,629,997

LIGHT-DUTY TRUCK SALES

	Sept. 1988	Sept. 1987	9 Mos. 1988	9 Mos. 1987
Vans	14,771	16,808	143,787	140,609
Aerostar	14,879	12,363	142,500	124,610
Club Wagon	2,328	1,491	20,169	19,741
Ranger	27,253	19,091	239,167	240,796
Bronco	3,938	4,098	39,473	36,407
Bronco II	11,884	10,733	96,359	92,347
Pickups	42,747	45,268	442,047	403,720
Ford	**117,898**	**105,572**	**1,123,502**	**1,058,230**
Vans	6,688	8,157	97,354	83,041
Sportsvan	529	777	9,930	9,067
Astro	9,274	9,421	124,426	112,340
S-10	19,959	18,893	189,090	178,445
S-10 Blazer	14,494	18,837	130,161	122,659
El Camino	0	1,521	420	11,598
Blazer	1,420	2,378	19,684	22,003
Suburban	3,682	3,873	48,756	41,873
Geo Tracker	14	0	14	0
Pickups	37,682	33,167	385,566	313,905
Chevrolet	**93,722**	**96,525**	**1,005,421**	**894,929**
Vans	3,877	4,315	44,816	52,447
Ram Wagon	2,214	2,243	19,732	23,595
Voyager	13,283	10,820	149,148	102,230
Caravan	14,564	12,062	160,975	108,944
Mini Ram Van	1,206	1,050	15,429	10,261
Ram 50	3,985	6,054	44,278	53,529
Raider	652	2,030	5,103	15,260
Ramcharger	1,200	1,979	14,481	18,193
Dakota	7,151	8,827	73,158	80,353
Pickups	5,814	8,071	64,061	73,065
Chrysler	**53,948**	**57,451**	**591,179**	**537,877**
Vans	2,988	2,423	36,234	28,403
Safari	2,251	1,852	26,416	23,863
S-15	3,972	4,681	39,927	39,179
S-15 Jimmy	3,850	4,100	31,713	28,766
Jimmy	414	567	5,547	5,966
Caballero	0	165	60	1,440
Suburban	1,315	1,103	16,979	13,865
Pickups	9,855	8,779	107,306	86,144
P Model	456	412	3,370	4,053
W-4	111	152	1,157	1,142
GMC	**25,212**	**24,234**	**268,711**	**232,841**
Wrangler	3,451	2,040	31,087	21,638
Wagoneer	773	1,075	6,517	9,359
Cherokee	12,522	9,081	108,025	78,691
Grand Wagoneer	1,337	1,003	10,431	9,754
Comanche	3,131	3,034	30,398	29,269
J-10/J-20	0	73	221	1,114
Jeep	**21,214**	**16,306**	**186,679**	**150,824**
Toyota	21,664	25,275	191,883	235,018
Nissan	15,908	18,732	131,756	167,129
Mazda	8,344	8,261	75,014	100,701
Isuzu	5,718	7,931	65,169	89,526
Mitsubishi	3,323	4,433	33,406	38,454
Suzuki	761	6,077	50,517	65,259
Subaru	0	85	10	1,203
Range Rover	329	248	2,527	1,549
Imports	56,047	71,042	666,842	681,839
Industry Total	371,940	375,760	2,725,634	2,556,749

Compiled by Maxon Dunkerwald

DOMESTIC MODEL YEAR CAR SALES

	1988	1987
Alliance	8,605	34,839
Eagle	2,911	4,567
Premier	29,878	0
Total Eagle	41,394	39,406
Horizon	57,007	64,563
Sundance	61,857	75,080
Turismo	2,217	21,908
Reliant	118,080	105,841
Caravelle	19,586	37,886
Gran Fury	12,486	9,792
Total Plymouth	291,183	315,050
Laser	0	8,041
LeBaron K	26,580	59,934
LeBaron J	106,871	60,604
LeBaron GTS	18,684	38,584
Fifth Avenue	49,547	61,406
New Yorker C	64,803	95
New Yorker E	21,572	85,296
Total Chrysler	290,037	294,970
Omni	53,906	54,172
Shadow	85,537	75,579
Charger	1,999	24,721
Daytona	70,998	33,095
Aries	105,539	101,161
Lancer	11,877	33,148
Diplomat	19,998	16,981
Dynasty	58,249	33
Dodge 600	19,895	39,327
Total Dodge	427,957	373,087
CHRYSLER MTRS.	1,050,551	1,012,512
Escort	381,330	394,999
Mustang	170,601	163,392
Tempo	284,548	234,653
Taurus	367,327	376,907
Thunderbird	127,356	128,767
Probe	45,647	0
Crown Victoria	114,534	125,761
Total Ford Div.	1,471,343	1,422,489
Lynx/Tracer	60,845	67,140
Topaz	51,210	67,722
Sable	119,132	109,394
Cougar	109,124	101,480
Capri	0	1,958
Grand Marquis	115,302	122,950
Total Mercury	485,613	470,644
Continental	33,507	16,534
Lincoln	126,642	136,085
Mark VII	23,184	28,093
Total Lincoln	183,333	180,712
Total L-M Div.	668,946	651,356
FORD MTR. CO.	2,140,289	2,073,845
Skyhawk	29,430	44,431
Somerset/Skylark	58,415	74,549
Century	122,230	171,973
Regal	119,234	54,401
LeSabre	137,154	153,158
Reatta	2,759	0
Electra	87,798	82,939
Riviera	9,241	19,838
Total Buick	586,261	601,289
Cimarron	6,925	14,651
Allante	3,502	1,651
Seville	21,661	22,304
DeVille	148,398	150,536
Brougham	49,400	57,705
Eldorado	29,514	20,587
Total Cadillac	259,400	267,434
Chevette	550	39,071
Nova	98,154	140,864
Cavalier	301,800	295,316
Camaro	93,617	122,761
Celebrity	258,601	331,847
Corsica/Beretta	355,323	179,057
Monte Carlo	41,788	68,472
Caprice	185,573	189,027
Corvette	25,425	25,266
Total Chevrolet	1,340,840	1,391,281
Firenza	12,166	18,520
Calais	100,810	103,510
Cutlass Ciera	233,584	284,860
Cutlass Supreme	100,608	106,303
Olds 88	156,232	184,402
Olds 98	75,441	75,680
Toronado	15,623	17,400
Total Oldsmobile	694,464	770,675
Fiero	27,304	47,156
Pontiac 1000	365	7,562
Sunbird	77,865	81,330
Firebird	58,459	77,635
Grand Am	222,438	216,085
Pontiac 6000	103,003	133,881
Grand Prix	79,573	18,827
Bonneville H	109,892	93,565
Paris./Safari	7,388	11,927
Total Pontiac	686,257	686,588
GENERAL MTRS.	3,547,222	3,719,267
HONDA	380,035	316,812
Civic	100,825	89,905
Accord	259,210	226,907
MAZDA	24,707	0
NISSAN	110,517	123,113
TOYOTA	60,076	34,209
VOLKSWAGEN	36,159	60,727
DOMESTIC TOTAL	7,329,558	7,340,482
IMPORT TOTAL	3,129,947	3,189,994
CAR IND. TOTAL	10,459,503	10,530,466

DOMESTIC DAYS' SUPPLIES

	Oct. 1, 1988	Sept. 1, 1988	Oct. 1, 1987
Alliance	—	143	109
Eagle	—	—	209
Premier	105	128	—
Total Eagle	93	129	119
Horizon	54	36	112
Sundance	67	58	58
Turismo	—	—	44
Reliant	48	54	60
Caravelle	67	91	68
Gran Fury	34	41	74
Total Plymouth	55	50	62
LeBaron K	42	82	80
LeBaron J	62	46	91
LeBaron GTS	84	73	127
Fifth Avenue	114	118	72
New Yorker C	93	84	—
New Yorker E	214	176	130
Total Chrysler	66	69	95
Omni	59	45	91
Shadow	75	62	60
Charger	—	—	43
Daytona	67	48	94
Aries	57	53	59
Lancer	167	108	147
Diplomat	47	66	91
Dynasty	47	72	—
Dodge 600	94	102	75
Total Dodge	61	57	73
CHRYSLER MTRS.	63	61	79
Escort	60	63	45
Mustang	77	54	53
Tempo	55	52	40
Taurus	84	47	47
Thunderbird	71	60	46
Probe	37	46	—
Crown Victoria	65	58	44
Total Ford Div.	64	57	46
Lynx/Tracer	102	131	45
Topaz	57	53	55
Sable	78	44	55
Cougar	41	51	47
Grand Marquis	40	37	37
Total Mercury	61	57	47
Continental	40	38	44
Lincoln	49	66	46
Mark VII	90	91	43
Total Lincoln	52	62	46
Total L-M Division	56	58	47
FORD MOTOR CO.	62	57	46
Skyhawk	61	75	74
Somerset/Skylark	75	50	71
Century	53	53	44
Regal	83	90	98
LeSabre	65	73	63
Reatta	185	186	—
Electra	51	60	61
Riviera	73	59	54
Total Buick	66	68	60
Cimarron	64	76	66
Allante	92	85	—
Seville	71	79	83
DeVille	40	47	43
Brougham	42	56	81
Eldorado	66	72	63
Total Cadillac	47	56	58
Chevette	—	—	62
Nova	78	106	50
Cavalier	69	54	62
Camaro	109	74	80
Celebrity	67	77	84
Corsica/Beretta	105	89	52
Monte Carlo	70	70	151
Caprice	100	90	42
Corvette	102	80	155
Total Chevrolet	84	70	65
Firenza	71	101	67
Calais	57	57	57
Cutlass Ciera	39	46	34
Cutlass Supreme	70	111	116
Olds 88	75	88	62
Olds 98	49	53	59
Toronado	65	62	54
Total Oldsmobile	59	66	54
Fiero	56	86	79
Pontiac 1000	—	—	89
Sunbird	42	52	51
Firebird	81	62	67
Grand Am	52	51	77
Pontiac 6000	68	65	75
Grand Prix	80	74	94
Bonneville H	74	93	74
Paris./Safari	76	96	63
Total Pontiac	60	65	72
GENERAL MTRS.	67	67	62
HONDA	15	14	11
MAZDA	42	37	—
NISSAN	16	50	29
TOYOTA	9	28	33
VOLKSWAGEN	—	—	57
DOM. TOTAL	60	59	57
Subcompact	37	44	—
Compact	51	47	—
Intermediate	70	64	—
Standard	61	67	—
Specialty	88	92	—

PRODUCTION

Truck build sets a pair of records

By Kathy Boyer
AUTOMOTIVE NEWS STAFF REPORTER

U.S. truck production for the third quarter totaled 936,140 and was the highest ever for that period. The previous record was 903,622 in 1987.

Third-quarter output was 13.77 percent below the second quarter's 1,085,676 which was also a record quarter.

Truckmakers set a September record with production of 362,011, surpassing the former peak of 328,604 in 1987.

Last month's truck output was 8.30 percent more than August's 334,266.

Targeted output of 85,370 trucks last week was 2.75 percent more than the previous week's 83,086 and 8.24 percent more than the year-ago week's 78,870.

Car production for the third quarter totaled 1,488,090, 26.80 percent below the second quarter's 2,032,772 but 6.30 percent more than the year-ago quarter's 1,399,859.

September car output of 622,616 was 25.01 percent more than August's 498,043 and 8.89 percent more than the year-ago month's 571,768.

Carmakers scheduled 151,038 units last week, 3.46 percent below the prior week's 156,445 but 2.77 percent more than the year-ago week's 146,972.

Companies split last week's estimated output as follows: General Motors, 52.51 percent; Ford Motor Co., 23.01 percent; Chrysler Motors, 13.84 percent; Honda of America Manufacturing Inc., 4.77 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 3.81 percent; Nissan Motor Manufacturing (USA) Corp., 1.90 percent; and New United Motor Manufacturing Inc., 0.16 percent.

Trucks at peak in Canada, too

Like the U.S. truckmakers, Canadian truckmakers set a third-quarter production record. Output of 192,399 surpassed the prior peak of 179,894 built in 1985's third quarter.

September truck output was also a record. At 85,723, it topped the former standard of 71,920 set in September 1985.

Last month's truck production was 19.01 percent more than August's 72,029 and was 46.12 percent above the year-ago month's 58,667.

Car output for the third quarter of 185,957 dipped 43.22 percent from the second quarter's 327,486 but rose 44.16 percent over the year-ago quarter's 128,991.

September car production of 85,038 was the highest for that month since 1985 when 92,463 cars were built.

Last month's car output was 30.84 percent more than the August total of 64,996 and 30.32 percent more than the year-ago month's 65,253.

The strike that began Aug. 24 against Volvo in Halifax, Nova Scotia, was settled last Monday, however the company issued no car production schedule for the week.

U.S. CAR						
Alliance	0	0	0	0	0	15,994
Total Eagle	0	0	0	0	0	15,994
Horizon	1,569	899	1,554	6,271	62,851	35,610
Sundance	2,109	1,716	2,066	8,009	79,361	71,412
Reliant	2,139	3,894	2,213	9,122	68,759	97,454
Caravelle	0	556	0	51	9,265	36,372
Gran Fury	269	347	210	885	17,000	5,335
Total Plymouth	5,900	7,141	6,053	24,948	237,275	246,176
LeBaron K	0	924	0	0	7,912	53,610
LeBaron J	1,900	2,533	1,961	8,572	69,667	90,854
LeBaron GTS	180	781	176	894	7,282	20,998
N. Yorker E-Class	0	0	0	0	0	57,102
N. Yorker C-Class	2,600	0	2,176	8,904	61,077	3,068
Fifth Avenue	900	2,993	934	4,035	24,090	48,312
Total Chrysler	4,950	7,501	5,288	22,236	181,033	293,974
Omni	1,500	821	1,548	6,242	61,671	30,732
Daytona	1,200	1,991	1,991	8,413	59,211	48,368
Shadow	2,200	1,811	1,957	8,577	76,084	74,009
Aries	2,100	3,488	2,177	8,948	67,273	89,253
Dodge 600	0	666	0	0	8,548	32,436
Dynasty	2,600	0	2,910	11,516	82,257	692
Lancer	200	533	188	748	7,030	10,362
Diplomat	300	538	402	1,539	16,382	10,051
Total Dodge	10,100	9,777	11,101	46,279	380,055	304,903
CHRYSLER MOTORS	20,900	24,419	22,483	93,463	798,388	851,114
Escort	11,114	9,383	9,841	39,103	310,573	285,562
Mustang	4,422	4,412	4,580	18,542	157,539	166,289
Tempo	3,966	2,853	3,948	14,836	142,867	104,938
Taurus	7,772	6,678	8,084	34,272	226,221	315,998
Thunderbird	0	4,193	0	0	80,935	121,825
Total Ford Div.	27,174	27,304	26,211	105,969	1,088,135	1,094,295
Lynx	0	0	0	0	0	21,352
Tracer	1,691	993	1,992	6,995	54,619	34,372
Cougar	0	2,775	0	0	70,348	169,081
Sable	2,774	1,552	2,736	11,288	104,050	86,152
Total Mercury	4,465	5,130	4,320	17,271	229,016	280,172
Continental	1,050	0	1,510	6,534	38,339	9,610
Mark VII	529	666	723	3,243	20,299	21,806
Lincoln	1,580	3,430	2,235	9,825	97,651	109,680
Total Lincoln	3,175	4,116	4,469	19,602	156,258	141,076
Total L-M Division	7,580	9,246	8,789	36,873	385,274	401,248
FORD MOTOR CO.	34,754	36,552	35,000	142,426	1,383,409	1,495,541
Skyhawk	1,175	1,018	491	2,107	14,539	25,686
Skylark/Somerset	0	1,661	1,303	5,312	37,452	49,879
Century	4,525	1,931	4,746	19,726	99,915	124,337
Regal (rwd)	0	749	0	0	0	34,524
Riviera	800	380	891	2,123	8,620	9,993
Electra	2,385	1,931	1,916	5,804	65,153	70,677
LeSabre (fwd)	2,925	3,093	3,065	13,325	104,489	117,900
LeSabre (rwd)	160	286	31	739	7,675	6,916
Reatta	243	0	220	886	7,546	0
Total Buick	12,452	11,511	13,234	49,962	343,388	439,792
Cimmaron	0	283	0	0	3,693	9,240
Eldorado	717	597	706	2,393	27,294	15,150
Seville	544	586	530	1,776	17,360	13,497
Brougham (rwd)	910	1,806	867	3,747	26,177	56,648
Deville (fwd)	3,702	3,352	3,574	11,776	116,242	105,706
Allante	75	50	75	259	1,469	3,870
Total Cadillac	6,038	6,583	6,152	19,910	192,245	205,021
Cavalier	3,085	7,155	7,973	30,575	279,963	237,896
Camaro	2,600	2,394	2,633	10,514	71,509	85,552
Celebrity	3,245	5,137	3,910	15,417	141,392	234,819
Corsica/Beretta	10,280	8,584	8,782	42,476	330,477	258,999
Monte Carlo	0	1,903	0	0	0	56,740
Caprice	4,240	3,783	4,091	17,204	161,998	144,027
Corvette	580	661	450	1,992	17,365	21,676
Total Chevrolet	26,996	29,227	28,846	118,178	1,002,299	1,049,699
Calais	0	3,140	4,011	14,850	67,167	69,182
Firenza	0	468	0	0	5,230	10,363
Cutlass Ciera	1,460	458	1,453	5,285	21,823	101,817
Cutlass Supreme	3,465	1,536	2,859	6,870	109,830	59,870
Toronado	304	401	298	885	11,870	11,937
88 (fwd)	3,793	3,882	4,026	13,339	121,212	139,852
88 (rwd)	135	156	199	678	9,019	10,930
Olds 98	1,840	2,298	1,283	4,770	66,127	51,274
Total Oldsmobile	10,947	12,336	13,935	46,807	421,078	478,631
Sunbird	2,852	1,691	2,288	9,637	63,186	67,201
Grand Am	6,000	4,905	6,308	23,853	164,784	192,431
Firebird	1,840	1,447	1,803	6,892	49,971	62,336
Grand Prix	4,070	0	4,194	17,327	109,237	0
Pontiac 6000	2,800	939	3,375	12,553	88,015	57,948
Bonneville	3,510	2,867	3,159	11,843	90,579	101,141
Safari/Parisienne	100	196	149	696	6,238	7,666
Fiero	0	810	0	0	13,297	23,854
Total Pontiac	20,972	12,847	21,073	82,973	601,307	512,257
GENERAL MOTORS	79,307	72,294	83,242	317,690	2,560,387	2,695,630
HONDA	7,210	7,521	7,073	31,617	284,890	260,012
Civic	2,534	725	1,998	9,795	83,049	71,734
Accord	4,676	6,796	5,084	21,822	201,841	176,278
MAZDA†	5,757	154	5,525	20,573	107,911	856
NISSAN	2,870	1,267	2,857	12,213	87,344	89,979
NUMMI	240	3,598	195	4,684	111,577	151,974
Corolla	240	967	185	3,056	42,288	32,929
Nova	0	2,632	0	1,609	69,289	119,045
VOLKSWAGEN	0	1,178	0	0	35,997	48,456
Golf/GTI	0	478	0	0	30,444	36,113
Jetta	0	700	0	0	5,553	10,348
Total Cars, U.S.	151,038	146,972	156,445	622,616	5,379,673	5,491,362
Total Cars, Canada	20,526	16,596	20,767	85,038	621,978	587,667
U.S., Canada Cars	171,564	163,567	177,232	707,654	6,201,651	6,079,249
U.S., Canada Cars and Trucks	276,880	260,092	280,173	1,155,369	10,093,391	9,577,896

Monthly estimates may contain errors of one or two units due to rounding.
p—Total includes Mitsubishi and Chevy Nova.

CANADIAN CAR						
Eagle	0	—	0	0	0	—
Premier	1,020	—	1,303	5,394	49,375	—
CHRYSLER MOTORS	1,020	86	1,303	5,394	49,375	4,269
Escort	0	—	0	0	0	—
Lynx	0	—	0	0	0	—
Tempo	3,200	—	3,243	12,886	125,188	—
Topaz	1,631	—	1,632	6,351	52,088	—
Crown Victoria	2,773	—	2,788	11,280	96,917	—
Grand Marquis	2,987	—	3,000	12,012	100,321	—
FORD MOTOR CO.	10,696	8,696	10,661	42,530	386,521	334,469
Celebrity	529	—	185	776	15,579	—
Cutlass Ciera	2,991	—	3,736	13,979	180,731	—
Cutlass Supreme	0	—	0	0	0	—
Grand Prix	0	—	0	0	0	—
Pontiac 6000	0	—	0	0	29,999	—
Regal	4,000	—	3,976	17,523	124,437	—
GENERAL MOTORS	7,520	9,249	7,879	32,176	350,726	236,182
Civic	1,330	—	944	4,929	32,088	—
Accord	0	—	0	0	1,826	—
HONDA	1,330	359	944	4,929	33,914	10,991
VOLVO	0	249	0	0	4,439	7,965
Total Cars, Canada	20,566	18,635	20,787	85,038	821,978	587,667

U.S. TRUCK*						
Caravan	2,200	—	1,865	8,821	74,788	—
Dakota	2,300	—	2,413	10,139	82,986	—
Mini-Ram Van	200	—	234	1,001	10,272	—
Pickups	2,300	—	2,419	10,102	61,378	—
Total Dodge	7,000	9,777	6,931	30,057	229,300	225,689
Cherokee	4,400	—	4,232	17,040	141,119	—
Commanche	600	—	1,997	3,803	34,827	—
Grand Wagoneer	300	—	0	975	10,480	—
Pickups	0	—	0	0	0	—
Wagoneer	200	—	253	699	8,419	—
Total Jeep	5,700	4,616	5,582	22,667	194,696	173,582
Voyager	1,900	—	1,733	8,298	89,803	—
Total Plymouth	1,900	—	1,733	8,298	89,988	—
CHRYSLER MOTORS	14,600	14,393	14,216	61,019	480,216	399,971
Aerostar	4,935	—	5,073	21,466	190,027	—
Bronco	924	—	1,952	4,095	42,124	—
Bronco II	414	—	0	8,186	85,146	—
Econoline	5,542	—	5,574	22,621	184,648	—
Heavy trucks	1,308	—	1,295	5,424	51,084	—
Light trucks	10,134	—	11,795	44,039	379,029	—
Ranger	2,934	—	2,584	22,670	280,789	—
Total Ford Div.	26,191	34,158	27,393	128,540	1,172,897	1,139,374
FORD MOTOR CO.	26,191	34,158	27,393	128,540	1,172,897	1,139,374
Astro	4,044	—	3,458	15,113	135,589	—
Blazer	626	—	739	2,274	20,412	—
MedSume/Heavies	310	—	0	1,883	15,540	—
P-Model	915	—	884	3,779	31,980	—
Pickups	8,475	—	8,377	34,787	275,883	—
S-10	6,144	—	6,454	25,999	235,282	—
S-10 Blazer	4,236	—	3,873	16,224	129,436	—
Sportsvan/Van	2,221	—	2,379	8,795	74,309	—
Suburban	1,853	—	1,420	5,345	54,109	—
Total Chevrolet	29,934	14,992	27,584	113,999	973,521	952,145
Jimmy	199	—	98	541	5,895	—
MedJume/Heavies	460	—	0	1,858	28,725	—
P-Model	105	—	148	488	4,288	—
Pickups	2,160	—	2,594	10,812	84,944	—
S-15	1,480	—	1,631	6,382	53,658	—
S-15 Jimmy	1,224	—	1,198	4,339	38,548	—
Safari	1,051	—	938	3,817	34,857	—
Suburban	765	—	730	3,092	24,212	—
Vandura/Rally Vans	709	—	534	2,281	25,015	—
Total GMC	8,146	8,824	7,832	33,603	299,642	298,883
GENERAL MOTORS	38,820	23,788	35,416	147,602	1,273,169	1,251,028
NAVISTAR	1,810	1,844	1,912	8,803	66,620	57,119
NISSAN	1,300	2,139	1,409	5,956	72,217	67,975
AM GENERAL*	450	450	450	1,980	17,910	12,800
MISCELLANEOUS*	2,300	2,300	2,300	10,120	91,548	92,160
Total Trucks, U.S.	85,370	78,870	83,089	362,011	3,194,572	2,988,927

CANADIAN TRUCK						
Caravan	2,595	—	2,441	11,764	108,146	—
Mini-Ram Van	170	—	139	533	9,711	—
Ram Wagon	620	—	591	2,957	19,716	—
Ram Van	1,730	—	1,814	8,132	53,975	—
Total Dodge	5,105	7,943	4,982	23,886	191,048	300,674
Voyager	2,305	—	2,419	11,982	97,493	—
Total Plymouth	2,305	—	2,419	11,982	97,493	—
Wrangler	988	—	1,200	5,085	38,899	—
Total Jeep	988	1,034	1,200	5,085	38,899	25,991
CHRYSLER MOTORS	8,458	8,977	8,601	40,753	327,430	330,665
FORD MTR. (R. trks.)	3,848	3,492	3,542	13,969	124,617	115,032
Light trucks	3,285	—	3,506	14,986	118,745	—
Vans	1,390	—	1,344	5,886	45,159	—
Total Chevrolet	4,855	—	4,850	20,852	163,904	—
Light trucks	1,535	—	1,982	6,423	59,080	—
Vans	560	—	911	2,779	23,056	—
Total GMC	2,095	—	2,583	9,202	82,116	—
GENERAL MOTORS	6,750	5,955	7,443	29,854	246,020	178,525
NAVISTAR	270	231	289	1,127	8,891	7,467
Total Trks., Canada	19,126	17,715	19,855	85,723	706,958	629,686
U.S., Canada Trks.	104,496	96,585	102,941	447,734	3,901,530	3,598,613

*—Includes window van production. †—Estimated.
Jeep includes commercial only. AM General includes government-contract vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Navistar includes cab-and-chassis production and sales due to rounding.

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Pepe deals auctioned at $30 million

10 N.J. outlets sold in 2 hours

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

CAMDEN, N.J. — Bidders snapped up all 10 of megadealer Richard T. Pepe's dealerships at a standing-room-only auction in U.S. Bankruptcy Court. They offered a total of more than $30 million in less than two hours.

"He (Pepe) oughta do this every month," New Jersey dealer William Pirretti joked after looking at the packed courtroom. "He's gonna make money on this."

Actually, last week's auction will probably just cover Pepe's debts, said attorney Robert Baime, who represented the court-appointed trustee Sanford Feld, who has been running the dealerships.

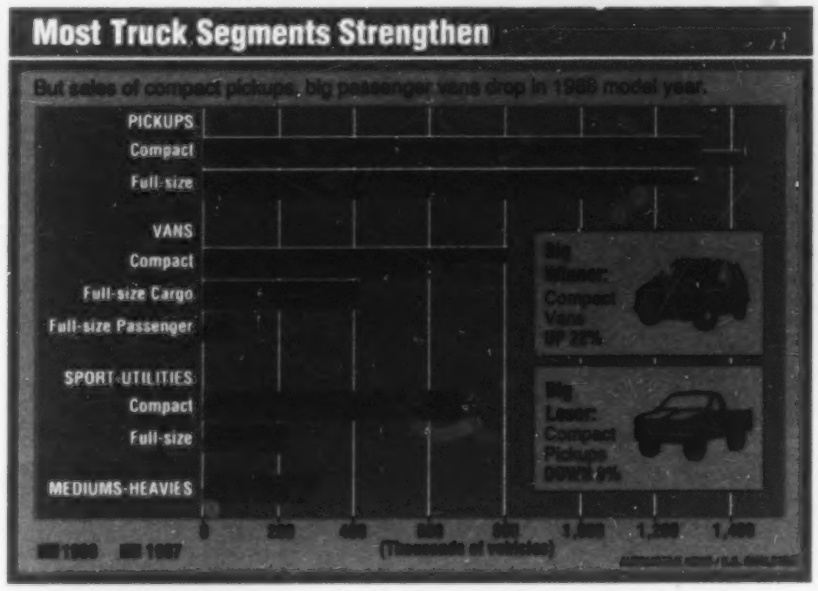
Pepe and his wife, Virginia, who owned four of the dealerships, were tense and unsmiling throughout the proceeding, as the auction dismantled their family career piece by piece.

"I couldn't stand this every month," Mrs. Pepe replied quietly when someone repeated Pirretti's remark.

In filing for protection from creditors, the Pepe dealerships cited more than $50 million in liabilities against $54 million in assets.

Most of the liabilities were floor-

see PEPE, page 64



HAULING: *Truck sales roll to record, propelled by full-size pickups*

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Truck sales in the United States set their fourth straight record in the 1988 model year, buoyed by the resurgence of full-sized pickups and the continuing growth of compact vans.

Compact pickup truck sales were depressed by a slide on the import side. Compact sport-utilities have plateaued — at least for the time being. That segment is awaiting a new batch of four-door domestic models to rev it up.

Other segments, like full-sized vans and sport-utilities, stayed pretty much on a par with recent years.

Industrywide, manufacturers retailed 5,146,360 trucks in the 1988 model year, including light, medium and heavy-duty models. That was up 4.81 percent from 4,910,364 in the 1987 model year.

The 1988 figures include 4,838,538 light duties, up 4.51 percent from 4,629,587 in 1987, and 307,322 medium and heavy trucks, up 9.45 percent from 280,777.

Truck manufacturers are looking for another strong — though not necessarily record — 5.1 million to 5.2 million sales in the 1989 model year, barring unforeseen circumstances such as another stock market plunge.

As a major spark plug in the industry's performance in 1988, compact vans chalked up 812,182 sales, up 22.06 percent from the 1987 model year. Of those, 85.30 percent were sold as passenger models and the balance as cargo vans.

see TRUCKS, page 65

2 of 9 dump Saturn pact, cite expense

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER
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Two of Saturn Corp.'s first nine dealers backed out of handling the new, cutting-edge General Motors franchise in Southern California, blaming the huge financial and facilities requirements.

A 10th dealer, who traveled to Detroit with the original nine and was offered a franchise, declined to sign after taking the agreement home for further study.

The super-heated Southern California real estate market and other expensive requirements — including stringent facilities demands and fixed-fee service contracts — were apparently at the core of their decisions.

Dealers Joe D. MacPherson and Kenneth M. Nieman have canceled their previously announced agreements with Saturn, which is scheduled to deliver its first cars in June 1990.

San Diego dealer Bob Baker said he decided to pass after looking the agreement over carefully following the summer meeting in Detroit.

"I predict many of the first wave of dealers will drop out once their accountants figure out what kind of costs are really involved in it," said Baker, principal of the Bob Baker Enterprises chain in San Diego, which had been offered three Saturn locations. "I love the car and I think their mission is correct, but the numbers just didn't work."

Baker owns 10 stores, including two Chevrolet, two Ford, two Chrysler-Plymouth and one each Jeep/Eagle, Isuzu, Volkswagen and Acura.

"They were unwilling to be flexible on site locations, on design and a number of other points. I believe they're mistaken to think that dealers will be willing to work with them on that basis," he said.

see SATURN, page 62

More dealers, more repos in auction boom

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

The number of franchised dealers attending closed factory-sale auctions has risen dramatically as the number of low-mileage, current-model program vehicles has increased, but the auction boom has brought with it some trouble spots, including cross-line buying by dealers at auctions.

Meanwhile, automakers say they will get tougher in 1989 with the daily rental companies, insisting that they buy more "at-risk" vehicles in relation to program vehicles.

Automakers also report that the number of repossessions is on the rise, helping increase auction sales.

Vehicle resale departments at Ford Motor Credit Corp., General Motors and Chrysler Motors will send more than 900,000 program vehicles, company cars, leased and

see AUCTION, page 63

The British press calls Virage "the most important Aston Martin ever"

Beloved but beleaguered

Birmingham showcases British industry, marques

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

BIRMINGHAM, England — Great Britain's decline as an auto industry powerhouse was dramatized last week when the arts were declared a bigger British export business than cars.

But the biennial Birmingham Auto Show, which opens this week, will nevertheless draw global attention by showcasing new incarnations of some of the world's most beloved marques.

Jaguar is still at least two years away from presenting a successor to the legendary E-type sports car, but it is expected to have

see SHOW, page 64

Minivan strike tab mounts for Chrysler

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

Last Friday, the strike at Chrysler Motors' St. Louis minivan plant logged its ninth profit-draining day, with no end in sight.

The strike at the St. Louis No. 2 plant had cost the company 6,300 vehicles by last Friday — vehicles the company will be unable to recoup because its minivan plants have been running flat-out to fill back orders.

The daily drain on profits amounts to $4 million a day, according to Wall Street analysts.

Late Friday afternoon, Chrysler was still assessing possible courses of action. The company was considering holding a meeting at the plant to explain the impact of lost profits on the workers' next bonus payment.

Last Wednesday, members of UAW Local 110 for the second time turned down a local agreement that had been reached between Chrysler and the local bargaining committee.

Workers first rejected the contract on Oct. 9, but that vote was thrown out because of voting irregularities.

So far, the ripple effects of the strike on other Chrysler plants have been felt only by 246 Chrysler workers at a stamping plant in Warren, Mich., who were laid off Oct. 10. Since Chrysler workers do not

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